



# STIC Search Report

EIC 3600

STIC Database Tracking Number: 110271

**TO:** Yogesh Garg  
**Location:** PK5 7Y05  
**Art Unit:** 3625  
**Friday, December 12, 2003**

**Case Serial Number:** 09/540011

**From:** Elizabeth Deal *ED*  
**Location:** EIC 3600  
**PK5-Suite 804**  
**Phone:** 305-5783

**elizabeth.deal@uspto.gov**

## Search Notes

Dear Yogesh,

Attached are the results of the above-referenced search. If you have any questions or comments, please feel free to contact me.

Libby

STN

FILE 'CONFSCI, COMPUAB, COMPUSCIENCE, INVESTEXT, ELCOM, INFODATA' ENTERED  
AT 10:41:58 ON 12 DEC 2003

L1 1389543 S DETERMIN### OR FIND? OR FLAG## OR FLAGG? OR RECOGNI? OR REVEA  
L2 1476244 S SELLER? OR VENDOR? OR MERCHANT# OR SUPPLIER? OR DEALER# OR DI  
L3 454771 S DATA() (BASE OR BASES OR BANK# OR SYSTEM? OR NETWORK?) OR DATA  
L4 5243 S (CONTAINED OR STORED OR HELD OR RETAINED OR PRESERV? OR KEPT  
L5 2094799 S ENTER### OR ENTRY OR INPUT### OR INSERT? OR LOAD### OR ADD# O  
L6 110 S L1 AND L2 AND L4  
L7 12 S (L1(5A)L2) AND L4  
L8 13 S (L2(5A)L4)  
L9 1748738 S UNLISTED OR MISSING OR ABSENT OR OMITTED OR LACKING OR UNAVAI  
L10 5 S (L2(5A)L9) AND (L3(5A)L5)  
L11 12 S (L2(10A)L9) (S) (L3(10A)L5)

STN

L7 ANSWER 1 OF 12 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN  
TI Automatic measurement of speech recognition performance. A comparison of six speaker-dependent recognition devices.

L7 ANSWER 2 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI CIO VENDOR CHOICE SURVEY - FIRST CIO VENDOR CHOICE SURVEY LAUN  
SH A Look at Software Spending Priorities by Application Type

TEXT

In . . . priority at 19 and 24. Some of the other segments that appeared to indicate some pent-up demand, albeit to a lesser extent, included database server software, procurement, SCM, and CRM. These data points would appear to indicate a continued difficult spending environment for best-of-breed vendors such. . .

SH A Look at Software Spending Priorities by Vendor

TEXT

A Look at Software Spending Priorities by **Vendor**  
In an effort to determine which **vendors** have mindshare with respect to each major software segment, and thus should capture their fair share of the 2003 software spend, we. . .

L7 ANSWER 3 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI APPLICATION SOFTWARE - SALOMON SMITH BARNEY CIO VENDOR CHOICE  
SH PENT UP DEMAND?

TEXT

some of the other segments that appeared to indicate some pent-up demand included database server software, procurement, SCM, and CRM. These data points would seem to indicate a continued difficult spending environment for best-of-breed vendors such. . .

SH A LOOK AT SOFTWARE SPENDING PRIORITIES-BY VENDOR

TEXT

A LOOK AT SOFTWARE SPENDING PRIORITIES-BY **VENDOR**  
In an effort to determine which **vendors** have mindshare with respect to each major software segment, and thus who should capture their fair share of the 2003 software spend, . . .

L7 ANSWER 4 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI VERITY, INC. - INITIATING COVERAGE  
SH CLASSIFICATION TECHNIQUES

TEXT

STN

\* . . . documents. Once the key concepts have been determined, they are extracted, accurately classified and categorized into hierarchies, linked with other relevant information, and stored in a database. While Bayesian classification is less costly than manual categorization, implementation of the technology is difficult, the classification algorithms are relatively slow and. . . it can be deployed quickly because it does not require sets of training documents to get going, like machine learning and pattern recognition systems do. Search and taxonomy vendors specializing in computation linguistics include Inxight, iPhrase and Semio.  
\* Logistic Regression Classifier (LRC). Similar to Bayesian Inference, LRCs automatically learn classification rules. . .

L7 ANSWER 5 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt  
SH History

TEXT

(Canada) . . . for a purchase price of \$340 million. The plants are located in Billingham and Severnside, England.

In Sept. 1998, Co. acquired closely held Delta Data \*\*\*Systems\*\*\* Inc. Terms of the transaction were not disclosed.

On June 30, 1999, Co. sold its Distribution business segment to Cenex/Land O' Lakes Agronomy. . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and dealers located in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 6 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt  
SH History

TEXT

manufacturing . . . a purchase price of \$340 million. The plants are located in Billingham and Severnside, England.

In Sept. 1998, Co. announced it acquired closely held Delta \*\*\*Data\*\*\* Systems Inc. Terms of the transaction were not disclosed.

STN

On Jan. 11, 1999 Co. formed a non-exclusive alliance with Ag Services of America, . . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and dealers located in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 7 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt

SH History

TEXT

In . . . a purchase price of \$340 million. The plants are located in Billingham and Sevenside, England.

In Sept. 1998, Co. announced it acquired closely held Delta \*\*\*Data\*\*\*

Systems Inc. Terms of the transaction were not disclosed.

On Jan. 11, 1999 Co. formed a non-exclusive alliance with Ag Services of America, . . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and dealers located in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 8 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt

SH History

TEXT

manufacturing . . . a purchase price of \$340 million. The plants are located in Billingham and Sevenside, England.

STN

In Sept. 1998, Co. announced it acquired closely held Delta  
\*\*\*Data\*\*\*  
Systems Inc. Terms of the transaction were not disclosed.

On Jan. 11, 1999 Co. formed a non-exclusive alliance with Ag Services of America, . . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and dealers located in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of . . .

L7 ANSWER 9 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt  
SH History

TEXT

On . . . a purchase price of \$340 million. The plants are located in Billingham and Sevenside, England.

In Sept. 1998, Co. announced it acquired closely held Delta  
\*\*\*Data\*\*\*  
Systems Inc. Terms of the transaction were not disclosed.

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and dealers located in the midwestern and southern regions of the United States, and the southeastern region of Canada.

Products: The Company markets a line. . .

L7 ANSWER 10 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt  
SH History

TEXT

approximating . . . a purchase price of \$340 million. The plants are located in Billingham and Sevenside, England.

STN

In Sept. 1998, Co. announced it acquired closely held Delta  
\*\*\*Data\*\*\*  
Systems Inc. Terms of the transaction were not disclosed.

SH Business Description

TEXT

BUSINESS . . . distribution and marketing system for a comprehensive line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and dealers located in the midwestern and southern regions of the United States, and the southeastern region of Canada.

Products. The Company markets a comprehensive. . .

L7 ANSWER 11 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Comdial - Company Report  
SH Investment Summary

TEXT

TSAPI . . . telephone pad is used to identify a caller to the computer. The LAN can then deliver information about the caller that is stored in a database, such as account information or history, to a desktop PC at the instant the phone is answered. This not only improves the . . . inventory and credit and collections for the dealers. As the CTI market has emerged, Comdial has found that 8% of its signed dealers are already Novell resellers - we find this number surprisingly strong at this early stage of the market.

L7 ANSWER 12 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

TI Progress Software Corporation - Company Report  
SH Marketing - Changes

TEXT

Changes

. . . to create greater market awareness for its products. The Progress name carries much less name recognition than many of the larger database vendors. Greater name \*\*\*recognition\*\*\* is a hot point for many of the VARs with whom we spoke. They believe that selling Progress-based applications would be easier. . . Customers we spoke with viewed these changes as important, but also suggested that Progress work more closely with the press to be included in more database and 4GL comparison artic

STN

L7 ANSWER 1 OF 12 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN  
AN 1988(5):ID1557 COMPUSCIENCE  
TI Automatic measurement of speech recognition performance. A comparison of six speaker-dependent recognition devices.  
AU Nusbaum, H. C.; Pisoni, D. B.  
SO Computer speech and language. (1987) v. 2(2) p. 87-108. 4 Abb., 3 Tab.  
ISSN: 0885-2308  
DT Journal  
CY United Kingdom  
LA English  
IP GMDIZ

L7 ANSWER 2 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2004:610333 INVESTTEXT(tm) REPORT NUMBER:7271273  
PGNO PAGE 11 OF 46.  
DN 7271273  
TI CIO VENDOR CHOICE SURVEY - FIRST CIO VENDOR CHOICE SURVEY LAUN  
AU BELLINI, H., ET AL  
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
PD 13 Mar 2003  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 380

L7 ANSWER 3 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2004:595645 INVESTTEXT(tm) REPORT NUMBER:7266152  
PGNO PAGE 4 OF 17  
DN 7266152  
TI APPLICATION SOFTWARE - SALOMON SMITH BARNEY CIO VENDOR CHOICE  
AU BELLINI, H., ET AL  
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
PD 10 Mar 2003  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 363

L7 ANSWER 4 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2003:650207 INVESTTEXT(tm) REPORT NUMBER:8682343  
PGNO PAGE 18 OF 40  
DN 8682343  
TI VERITY, INC. - INITIATING COVERAGE  
AU SCHAPPEL, M.W., ET AL  
CS McDONALD INVESTMENTS INC.; OHIO (STATE OF)  
CSR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
PD 30 Jul 2002  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 355

L7 ANSWER 5 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

STN

AN 2000:931974 INVESTTEXT(tm) REPORT NUMBER:3598421  
PGNO PAGE 3 OF 4  
DN 3598421  
TI Terra Industries, Inc. - History & Debt  
AU Financial Information Services  
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 25 Apr 2000  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 682

L7 ANSWER 6 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2000:260418 INVESTTEXT(tm) REPORT NUMBER:3539718  
PGNO PAGE 3 OF 4  
DN 3539718  
TI Terra Industries, Inc. - History & Debt  
AU Financial Information Services  
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 25 Sep 1999  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 672

L7 ANSWER 7 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 1999:925842 INVESTTEXT(tm) REPORT NUMBER:3505533  
PGNO PAGE 3 OF 4  
DN 3505533  
TI Terra Industries, Inc. - History & Debt  
AU Financial Information Services  
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 19 Jun 1999  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 675

L7 ANSWER 8 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 1999:713775 INVESTTEXT(tm) REPORT NUMBER:3477015  
PGNO PAGE 3 OF 4  
DN 3477015  
TI Terra Industries, Inc. - History & Debt  
AU Financial Information Services  
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 24 Apr 1999  
DT COMPANY REPORT

EKD 12/12/2003

STN

FS Text Page; COMPANY REPORT  
WC 672

L7 ANSWER 9 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 1999:408686 INVESTTEXT(tm) REPORT NUMBER:3454219  
PGNO PAGE 3 OF 4  
DN 3454219  
TI Terra Industries, Inc. - History & Debt  
AU Moody's Investors Service  
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 9 Jan 1999  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 718

L7 ANSWER 10 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 1999:080328 INVESTTEXT(tm) REPORT NUMBER:3404598  
PGNO PAGE 4 OF 5  
DN 3404598  
TI Terra Industries, Inc. - History & Debt  
AU Moody's Investors Service  
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 17 Oct 1998  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 558

L7 ANSWER 11 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 95:767283 INVESTTEXT(tm) REPORT NUMBER:1631733  
PGNO PAGE 3 OF 24  
DN 1631733  
TI Comdial - Company Report  
AU Schmidt, M.T.  
CS RODMAN & RENSHAW, INC.; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 1 Sep 1995  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 465

L7 ANSWER 12 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 92:376626 INVESTTEXT(tm) REPORT NUMBER:1239149  
PGNO PAGE 18 OF 32  
DN 1239149  
TI Progress Software Corporation - Company Report  
AU Lederman, L.J.  
CS WILLIAM BLAIR & COMPANY; ILLINOIS (STATE OF)

STN

CSR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Regional investment bank-broker  
PD 14 Jul 1992  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 528

STN

L8 ANSWER 1 OF 13 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN  
AN 1996(3):CS41408 COMPUSCIENCE  
TI Highlights of the online database industry.  
AU Williams, M. E.  
SO 13th National Online Meeting.  
Williams, M. E.  
Medford, NJ, US: 1992. p. 1-4 of 458 p.  
Conference: National online meeting 13, New York, NY, US, May 05-07 1992  
ISBN: 0-938734-63-6  
DT Book Article; Conference  
CY Germany, Federal Republic of  
LA English  
IP FH Potsdam

=> d 18 1-13 bib,kwic

L8 ANSWER 1 OF 13 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN  
AN 1996(3):CS41408 COMPUSCIENCE  
TI Highlights of the online database industry.  
AU Williams, M. E.  
SO 13th National Online Meeting.  
Williams, M. E.  
Medford, NJ, US: 1992. p. 1-4 of 458 p.  
Conference: National online meeting 13, New York, NY, US, May 05-07 1992  
ISBN: 0-938734-63-6  
DT Book Article; Conference  
CY Germany, Federal Republic of  
LA English  
IP FH Potsdam

L8 ANSWER 2 OF 13 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN  
AN 1993(4):ID500 COMPUSCIENCE  
TI Gale directory of databases. Volume 1: Online Databases, January 1993.  
AU Editor(s): Marcaccio, K. Y.  
SO Detroit, MI, US: Gale Research Inc. 1993.  
ISBN: 0-8103-8449-3  
DT Book  
LA English  
IP FH Potsdam

L8 ANSWER 3 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2004:557139 INVESTTEXT(tm) REPORT NUMBER:7249655  
PGNO PAGE 7 OF 11  
DN 7249655  
TI TELECOMMUNICATIONS EQUIPMENT - BUS TOUR: CONCERNS ABOUT SP SP  
AU HENDERSON, A., ET AL  
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH  
AMERICA  
PD 28 Feb 2003  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 532  
SH Juniper Networks (JNPR-\$8.53; 2S)

TEXT

EKD 12/12/2003

STN

Juniper . . . 4.5x our calendar 2003 revenue estimate, towards the high end of the range of its comparable companies. Its peer set, which included the

data networking equipment vendors, trade in the range of 1.1x-4.5x for calendar year 2003 revenue estimates, by our analysis. Juniper has historically garnered and continues to. . .

L8 ANSWER 4 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2004:457533 INVESTTEXT(tm) REPORT NUMBER:7205449  
PGNO PAGE 1 OF 5  
DN 7205449  
TI JUNIPER NETWORKS INC.  
AU HENDERSON, A., ET AL  
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
PD 5 Feb 2003  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 406  
SH VALUATION

TEXT

VALUATION

We . . . 4.5x our calendar 2003 revenue estimate, towards the high end of the range of its comparable companies. Its peer set, which included the

data networking equipment vendors, trade in the range of 1.1x-4.5x for calendar year 2003 revenue estimates, by our analysis. Juniper has historically garnered and continues to. . .

L8 ANSWER 5 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 97:577930 INVESTTEXT(tm) REPORT NUMBER:1891816  
PGNO PAGE 10 OF 13  
DN 1891816  
TI Fisher Scientific International, Inc. - Company Report  
AU Betso, S.D.  
CS LEGG MASON WOOD WALKER, INC.; MARYLAND (STATE OF)  
CSR SOUTHERN ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 28 May 1997  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 380  
SH Fisher Technology Group: A Key To Growth

TEXT

FTG . . . with relatively no margin on the products supplied, the third-party business now represents approximately \$30-\$40 million of purchasing. Approximately 700,000 products from 6,000 suppliers are \*\*\*included\*\*\* in the

STN

database. Fisher, with its development partner San Diego Gas & Electric Company, has integrated FTG's technology, SPS's third-party procurement and the company's WorldWide. . . .

L8 ANSWER 6 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 94:776011 INVESTTEXT(tm) REPORT NUMBER:1519038  
PGNO PAGE 3 OF 7  
DN 1519038  
TI PLATINUM Technology - Company Report  
AU Michnoff, F., et al  
CS DONALDSON, LUFKIN & JENRETTE SECURITIES; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 20 Oct 1994  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 344  
SH Important Points

TEXT

Acquisitions . . . profile. During the quarter, PLATINUM announced the acquisition of Aston Brooke, a privately-held supplier of performance monitoring tools, and Dimeric Development, a closely-held \*\*\*supplier\*\*\* of database administration tools for Oracle's database. We estimate Aston Brooke's and Dimeric's annual revenue at approximately \$2 million each. These transactions bring the. . . .

L8 ANSWER 7 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 94:280031 INVESTTEXT(tm) REPORT NUMBER:1448541  
PGNO PAGE 2 OF 5  
DN 1448541  
TI Platinum Technology - Company Report  
AU Michnoff, F., et al  
CS PRUDENTIAL SECURITIES INC.; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 19 Apr 1994  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 430  
SH First-Quarter Results And Rating

TEXT

Spending . . . willing to make investments in their existing systems.

PLATINUM Is Increasingly Focusing On Client/Server. PLATINUM technology recently acquired Datura, a small, privately held \*\*\*supplier\*\*\* of database management system (DBMS) utilities for Sybase and Oracle

STN

databases. We consider this a strategic acquisition for PLATINUM; it enables the company to. . .

L8 ANSWER 8 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 94:200744 INVESTTEXT(tm) REPORT NUMBER:1426086  
PGNO PAGE 2 OF 5  
DN 1426086  
TI Platinum Technology - Company Report  
AU Michnoff, F., et al  
CS PRUDENTIAL SECURITIES INC.; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 2 Mar 1994  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 424  
SH Fourth Quarter Results, Outlook And Rating

TEXT

Operating . . . at higher levels than in the past.

Platinum Is Increasingly Focusing On Client/Server. Platinum technology recently acquired Datura, a small privately held \*\*\*supplier\*\*\* of database management system (DBMS) utilities for Sybase and Oracle databases. This is a strategic acquisition for Platinum; it enables the company to better. . .

L8 ANSWER 9 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 93:069620 INVESTTEXT(tm) REPORT NUMBER:1294549  
PGNO PAGE 1 OF 24  
DN 1294549  
TI Software Scene: January 1993 - Industry Report  
AU Smith, S.M., et al  
CS DONALDSON, LUFKIN & JENRETTE SECURITIES; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 18 Jan 1993  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 407  
SH 1992 Performance Summary

TEXT

Unfortunately, . . . and Symantec (-69.4%). In the highly competitive CASE arena, Easel (-67.3%) lost ground, while Sapiens (+126.1%) captured a leadership position. Other big winners included relational database vendors Informix (+427.3%) and Oracle (+95.7%), and consumer software czar Electronic Arts (+115.7%). Computer Associates (+78.0%) also delivered a strong performance.

L8 ANSWER 10 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

STN

AN 89:147446 INVESTTEXT(tm) REPORT NUMBER: 925561  
PGNO PAGE 18 OF 19  
DN 925561  
TI Goal Systems International - Company Report  
AU Mendelson, J.C.  
CS MORGAN STANLEY & CO. INC.; NEW YORK  
CSR MID-ATLANTIC/MIDDLE ATLANTIC STATES; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 27 Jun 1989  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 391  
SH Management

TEXT

MANAGEMENT

Officer James Rutherford, prior to joining Goal in 1976, held a variety of technical positions at Cincom -- a well known, privately held vendor of database-management systems.

David Wetmore, president and chief operating officer, joined Goal in 1988, after having worked with Peat Marwick Main & Company.

L8 ANSWER 11 OF 13 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 88:159640 INVESTTEXT(tm) REPORT NUMBER: 827284  
PGNO PAGE 2 OF 33  
DN 827284  
TI Software Industry - Report  
AU Therrien, R.  
CS PAINE WEBBER INC.; NEW YORK  
CSR MID-ATLANTIC/MIDDLE ATLANTIC STATES; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 10 Nov 1988  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 492  
SH Investment Posture

TEXT

PW's . . . appears to have good products, but will need to beef up its marketing. Informix appears to be in tough shape.

Two privately held database vendors, Sybase and Interbase, have interesting strategies, which we will also examine briefly.

Recommended stock selection

We rate Ashton-Tate a buy (1), Cullinet. . .

L8 ANSWER 12 OF 13 INFODATA COPYRIGHT 2003 FHS Potsdam on STN

EKD 12/12/2003

STN

AN 1994(9):2002 INFODATA ON: 94-02002 (GMD-IZ)  
Call No.: UC1 0000124  
TI Highlights of the online database industry.  
AU Williams, M. E.  
SO 13th National Online Meeting. Proceedings. New York, May 5-7, 1992.  
Adapter(s): Williams, M. E.  
Learned Information (LI), Medford, NJ (US)  
Medford, NJ, US: 1992, p. 1-4 of 458 p., 3 refs.  
Conference: National online meeting 13, New York, NY, US,  
1992.05.05-1992.05.07  
ISBN: 0-938734-63-6  
CY United States  
DT Book article; Conference  
TC General review  
LA English  
AB. . . continues to grow in use and revenues. As in past years I will provide statistics for numbers of databases, records contained in them, database producers, vendors or hosts of online/time-sharing services, online searches, connect hours, and revenues associated with online searches. The statistics on databases, records, . . .

L8 ANSWER 13 OF 13 INFODATA COPYRIGHT 2003 FHS Potsdam on STN  
AN 1987(7):2518 INFODATA ON: not for ordering  
Call No.: CB1 87-0182  
TI Information sources 1987.  
The annual directory of the Information Industry Association.  
AU Editor(s): Van Gorden, B. E.  
CS Information Industry Association (IIA) Washington (DC, US)  
SO Washington, DC, US: 1987, 539 p.  
ISBN: 0-942774-23-X ISSN: 0734-9637  
CY United States  
DT Dictionary (Encyclopedia)  
LA English  
AB. . . The directory profiles about 460 of the leading information vendors, their key executives and the products and services they offer. Included are: database producers, information providers, financial information vendors, publishers, clearinghouses, information brokers, libraries or system operators, software services, transaction processing, research and consulting services, commercial information processing services, . . .

STN

L10 ANSWER 1 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2001:555688 INVESTTEXT(tm) REPORT NUMBER:2289231  
PGNO PAGE 23 OF 44  
DN 2289231  
TI TELE ATLAS BV  
AU BAEUMER, M., ET AL  
CS DEUTSCHE BANC ALEX. BROWN - EUROPE; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES  
CSR WESTERN EUROPE REGION; EUROPE  
CSTY Financial center investment bank-broker  
PD 11 Sep 2000  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 408  
SH Production Summary

TEXT

Some of the data are procured from business partners like Deutsche Post AG, which supplies Tele Atlas with information on house numbers relative to road junctions and changes in the road network. There are similar agreements with other **distributors** or official agencies.

(Graphical Material Omitted - Call Your Client Service Representative For Availability: Figure 23: Tele Atlas: Production Process)

The next step is **entry** of the data into the **database**, and special instruments have been developed for this purpose, including both software and combinations of hardware. This is a revolving process, which ensures that the data are always up to date.

A further task is the definition of data in the **database**. Data is either **entered** as an existing type, or a new type has to be created. In the first case, new types of information can be processed directly, while the data model has to be adapted to process the second type of data.

Data collection is decentral but data processing is effected at central points, namely in Gent and India.

The wholly-owned subsidiary in India is fully integrated in the production process, and Tele Atlas has total control of production operations. This means that the quality of the Indian product is comparable to that in western Europe, while the production costs are far lower.

Quality assurance is also part and parcel of the production process, and Tele Atlas has set up a separate quality and production control department. The company's quality management system is based on the guidelines of the European Foundation for Quality Management.

The REACT programme is a further integral part of the process. This programme is used to ensure systematic recording and processing of information from users on shortcomings or errors in the database.

STN

### Development Goals

Efforts are now focusing on two main objectives; the storage of geographic names as phonemes and the recording of signpost designations.

Advances in speech control now make it possible to store place names as phonemes. We believe that speech enabling will be the next step in the development of in-car computers and hence in navigation systems. The precondition is that the speech-enabled software can draw on suitable data in the database. To meet this condition, Tele Atlas has acquired a 50.4% interest in Phonetic Topographics N.V. This company specialises in technology development for the translation of geographic names into phonemes which are capable of being geo-coded in digital maps, enabling interactive voice commands for navigation systems.

### Valuation

CO TELE ATLAS BV (Ticker Symbol: TELEAT)  
CA BELGIUM  
COR WESTERN EUROPE REGION; EUROPE  
CT LINES OF BUSINESS/PRODUCTS  
DP NAVIGATION SYSTEMS  
SIC 3812  
CC AEROSP AEROSPACE; COMPUT COMPUTERS & OFFICE EQUIPMENT; ELECTS ELECTRICAL & ELECTRONICS

L10 ANSWER 2 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2000:709064 INVESTTEXT(tm) REPORT NUMBER:2037661  
PGNO PAGE 5 OF 42  
DN 2037661  
TI FRANCE ENTERPRISE APPLICATION CONSULTING UPDATE  
AU KOSTER, J., ET AL  
CS DRESDNER KLEINWORT BENSON SECURITIES LIMITED; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES  
CSR WESTERN EUROPE REGION; EUROPE  
CSTY Financial center investment bank-broker  
PD 4 Jan 2000  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 486  
SH ERP Market

### TEXT

The French ERP market differentiates from other markets on two points: (1) the SAP dominance is much stronger in France than in the global market and (2) the penetration rate is far lower in France than in the US and in other continental European countries.

The macro trends at SAP are broadly representative of the core ERP market in France

SAP has 31% of the global ERP market and therefore the global ERP trends are broadly representative of the macro trends at SAP. SAP is even more successful in France where it commands a much higher market

STN

share (44.5% of licence revenue).

ERP vendors market share licence revenue, 1998

(Graphical Material Omitted: Worldwide-ERP Vendors Market Share Licence Revenue, 1998)

(Graphical Material Omitted: France-ERP Vendors Market Share Licence Revenue, 1998)

ERP penetration rate is far lower in France than in the US and in other continental European countries

ERP has achieved a much lower penetration rate in France than in the US and most other European countries, except for the UK. The charts below present the findings of a recent survey conducted by Cap Gemini. For the purpose of this survey, ERP was defined as a set of standard functional modules (finance, payroll, manufacturing resource planning, logistics, order entry, purchasing, etc.) sharing the same

\*\*\*database.\*\*\* A

company is considered to be an ERP user when at least two modules have been installed. The survey shows that the proportion of companies equipped with ERP is much lower in France (31%) than in the US (48%) and the rest of Europe (50%).

The number of modules installed by each user is also much lower in France (2.1 on average) than in the US (2.4) and the rest of Europe (2.8). Based on this study, it can be estimated that the France is the least mature ERP market in continental Europe, lagging the rest of Europe by around one year. This takes into account the fact that this survey was conducted during the summer of 1998 for France, and between March and May 1999 for the other European countries where one third of systems had been installed during the previous eighteen months. That is why we expect France (38.5% in 1998 and 26% in 1999-2000) to recorded stronger growth than the world market (24% in 1998, -10% in 1999 and 33% in 2000).

(Graphical Material Omitted: ERP Penetration By Country)

(Graphical Material Omitted: Average Number Of Modules Incorporated In Each ERP System By Country)

ERP market growth

Y2K has significantly influenced the shape of the ERP market over 1996-1999. Y2K rollover was the most frequently cited reason for adopting ERP by European companies in Cap Gemini's ERP 1999 survey. We believe that the ERP market will resume licence growth in 2000. In June, AMR Research estimated that the ERP licence market would advance at 34% pa over the period 2000-2003.

The slowdown in the ERP/licence growth rate will reverse  
CT INDUSTRY OVERVIEW/OUTLOOK

L10 ANSWER 3 OF 5 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 1998:396122 INVESTTEXT(tm) REPORT NUMBER:2655756

EKD 12/12/2003

STN

PGNO PAGE 5 OF 10  
DN 2655756  
TI BMC Software - Company Report  
AU Brosseau, A.C.  
CS COWEN & COMPANY; MASSACHUSETTS (COMMONWEALTH OF)  
CSR NEW ENGLAND/NORTHEAST REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 4 Feb 1998  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 511  
SH Market Background

TEXT

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada  
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and  
Availability: Systems Management Market Segments 1996-2001)

IDC sizes the performance management market, including database tools and utilities, at \$2.4B in 1996 and expects it to rise 12% annually to \$4.2B in 2001. The traditional performance management market includes performance monitoring, simulation and resource accounting tools and was about \$1.8B in 1996. While mainframe products from vendors like Computer Associates, Candle and Boole & Babbage still generate the most revenues, new Unix and Windows NT products like BMC's Patrol, Platinum Technology's Server Vision and Compuware's EcoSystems series are getting stronger and driving most of the growth in this segment. Database tools and utilities account for \$600MM in revenues. These products, which primarily address mainframe databases, help database administrators (DBAs) manage all aspects of database resources, including reorganizing tables, loading, unloading and moving data and optimizing database structure and performance. BMC is by far the leading vendor here, with nearly 70% market share, with Platinum Technology and a few smaller vendors following.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada  
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and  
Availability: Performance Management Market 1996-2001)

As in other parts of the enterprise software market, these overall growth rates are distorted by an underlying shift from older host-based platforms to distributed client/server systems. IDC has identified a subset of the overall systems management market called distributed operations management that is restricted to products designed to manage distributed systems and includes job scheduling, event automation, output management, performance management, storage management and problem management products running across multiple operating systems. IDC sizes the distributed operations management market at \$2.25B in 1996 and projects growth of 24% annually to \$6.65B in 2001. Subtracting these figures for IDC's estimates for the overall operations management market shows the non-distributed portion growing just 9% annually from \$3.34B in 1996 to \$5.08B in 2001.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada  
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and  
Availability: Distributed Vs. Non-Distributed Operations Management  
Markets 1996-2001)

STN

\* Emergence Of Applications Management

Like other parts of the systems management business, the definition and dimensions of the performance management market have steadily changed over time. The market grew up around point tools aimed at tuning the performance of specific systems components, including the network, CPU and software. One of the most lucrative markets over the past few years has been for DBMS performance tuning tools, highlighted by products from BMC Software, CompuWare and Platinum Technology. Increasingly, however, these vendors and others are expanding the definition of performance management in two directions. First, point solutions are expanding to include a more complete view of the entire computing environment, including the network, systems, infrastructure software and applications. Second, there is a growing tie between traditional event management and performance management as vendors look to offer real-time tuning capabilities. Dubbed "applications management", these new solutions provide a superior approach for monitoring and tuning the performance of applications.

CO BMC SOFTWARE INC. (Ticker Symbol: BMCS; Other Codes: 99400)  
CA TEXAS (STATE OF)  
COR SOUTHWEST/SOUTHWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CT MARKET SHARE: COMPANY/BRAND; SALES/EARNINGS; PROJECTIONS; MARKET  
SIZE/DEMOGRAPHICS  
DP SOFTWARE  
SIC 7372  
CC DATAPR DATA PROCESSING

L10 ANSWER 4 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 97:187353 INVESTTEXT(tm) REPORT NUMBER:1845782  
PGNO PAGE 19 OF 41  
DN 1845782  
TI Data Networking Industry - Industry Report  
AU Bellace, J.J., et al  
CS MERRILL LYNCH CAPITAL MARKETS; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH  
AMERICA  
CSTY Financial center investment bank-broker  
PD 13 Jan 1997  
DT INDUSTRY REPORT  
PS Text Page; INDUSTRY REPORT  
WC 413  
SH Remote Access

TEXT

The chassis-based high-end concentrator usually comes with an Ethernet LAN connection, remote access server hardware, a PRIT/T1 dual-port card or cards, and integrated channel service units (CSUs). Support for additional capabilities may include: digital modems, ISDN or frame relay communications software, security and authentication programs, and network management support.

RAS Concentrator Market

According to IDC, almost 1.1 million ports (b-channels plus async ports) were shipped during the first half of 1996, with end-user revenue of \$652 million. With about 21,500 RAS concentrators shipped,

STN

this translates to \$30,400 per concentrator each equipped with 50 ports on average.

#### Merrill Lynch/IDC Remote Access Survey

Merrill Lynch in conjunction with IDC conducted a telephone survey of 100 U.S.-based LAN managers and MIS directors during March 1996. The following are the highlights of the remote access survey:

\* The principal reason for deploying remote access at sites across all levels of implementation was for email usage. Database access ranked second and is expected to experience the greatest percentage increase in usage over the next year.

\* The key factors behind the selection process for a remote access vendor included reliability and performance. Price actually ranked fairly low as a factor in the selection process.

\* The leading remote access server vendors mentioned in this survey were Shiva and Cisco. We believe that Ascend, which is a significant vendor in remote access, was totally absent from the survey

because the company's target accounts are ISPs and carriers and as such, did not show up on a survey of corporate sites.

\* In terms of spending expectations, 18% of the respondents plan to increase spending for remote access equipment in 1996 by over 50%. Another 24% anticipate increases in the 15-29% range.

#### Market Participants

Traditional data networking vendors have \*\*\*entered\*\*\* the remote access market largely through acquisitions (Cisco/Combinet; Bay Networks/Xylogics; and 3Com/Primary Access). But Ascend and Shiva (primarily remote access companies) and U.S. Robotics (a traditional modem vendor) remain the market leaders. See Figure 5 for fixed-port remote access server and RAS concentrators vendor market shares and Table 6 for the combined market share positions. Table 7 compares leading product offerings.

#### Figure 5 Worldwide Remote Access Servers 1996 First Half

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.  
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651  
For Price And Availability: Fixed-Port Remote Access Servers)

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.  
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651  
For Price And Availability: RAS Concentrators)  
CT COMPANY ANALYSES; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; INDUSTRY OVERVIEW/OUTLOOK  
DP NETWORK MANAGERS  
SIC 7373  
CC COMPUTERS & OFFICE EQUIPMENT; DATAPR DATA PROCESSING; TELECM TELECOMMUNICATIONS

STN

L10 ANSWER 5 OF 5 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 95:924114 INVESTTEXT(tm) REPORT NUMBER:1646814  
PGNO PAGE 27 OF 115  
DN 1646814  
TI Electronics: Japan - Industry Report  
AU Yamamoto, T., et al  
CS MORGAN STANLEY & CO. INC.; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 9 Oct 1995  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 444  
SH Electronics Sector Model Portfolio - Consumer Electronics

TEXT

Yen Depreciation Widens Performance Gap

In the early 1990s the Japanese electronics industry invested heavily in Hollywood, promoted various multimedia strategies, and began large-scale offshore transfers of production to combat the strong yen. With the experience gained from the Hollywood investment, and the sudden downturn of the yen, companies must now rethink their approach to multimedia, restructure core operations, and effectively focus management resources on businesses with medium-term growth potential. Key strategies are likely to include: (1) groupwide downsizing; (2) further expansion of offshore production and use of imported inputs; and (3) stronger focus on key devices such as semiconductors, LCDs, small high-function batteries, and other core components. The rapid fall of the yen should put a brake on profit deterioration, allowing for a breathing space. But we think that by the later 1990s the weak yen will widen the performance gap among companies.

The Bet on DVD and Wall TV

Firms have begun to take concrete action on DVD and wall TVs, the expected growth products of the latter 1990s. On September 15, two groups offering different DVD standards agreed on a compromise. If details can be worked out this October, DVD could be on the market next fall. For wall TV, Fujitsu, NEC, and MEI are using color plasma panels (PDP). Sony is using Plasmatron, plasma-address liquid crystal. Both groups aim to launch products next autumn. Success could depend on low costs and skillful marketing.

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 7 - Consumer Electronics: Production And Exports 1990-95)

Domestic production has declined since 1992. Exports have slipped due to rising offshore production and the strong yen. Domestic demand has been slack. Firms have boosted capacity for TVs, VCRs, mini-components, cassette tape recorders, etc.. Imports from Southeast Asia are rising. In June, imported TVs exceeded domestic shipments in unit terms for the first time ever. The export decline is gradually slowing in yen terms thanks to the yen depreciation.

STN

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 8 - Domestic Color TV, VCR, And Camcorder Sales 1990-95)

Domestic TV and VCR shipments have been strong since fall 1994. Replacement demand from the previous peak has emerged and the market is stimulated by low-cost imports from Southeast Asia. Price competition remains intense. Since January 1995, VCR shipments have been up sharply, but mainly because bargain supplier Funai (unlisted) has been

added to the data base. Total domestic shipments of VCRs look set to

surpass the 1988 historical peak of 7.16 million.

CT INDUSTRY OVERVIEW/OUTLOOK; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; PROJECTIONS

DP SEMICONDUCTORS

SIC 3674

CC SEMICO SEMICONDUCTORS

DP ELECTRONIC COMPONENTS

SIC 3670

CC ELECTS ELECTRICAL & ELECTRONICS

DP VIDEO DISCS

SIC 7812

CC ELECTS ELECTRICAL & ELECTRONICS; LSRREC LEISURE & RECREATION

DP TELEVISION SETS

SIC 3651

CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES

DP DISPLAY COMPONENTS

SIC 3577

CC COMPUT COMPUTERS & OFFICE EQUIPMENT

DP VIDEO CASSETTE RECORDERS

SIC 3651

CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES; LSRREC LEISURE & RECREATION

STN

L11 ANSWER 1 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2005:024400 INVESTTEXT(tm) REPORT NUMBER:7440596  
PGNO PAGE 42 OF 49.  
DN 7440596  
TI CIO VENDOR CHOICE SURVEY - JUNE 2003  
AU GARDNER, R., ET AL  
CS SMITH BARNEY CITIGROUP (US RESEARCH); NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH  
AMERICA  
PD 16 Jun 2003  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 22  
SH Data Networking Vendors

TEXT

(Graphical Material Omitted Layer 4-7 Traffic Management/**Load  
Balancing**)

(Graphical Material Omitted Please Indicate Your Primary And  
Secondary Data

Networking Vendors (Multiple Responses))

L11 ANSWER 2 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2001:694148 INVESTTEXT(tm) REPORT NUMBER:4361165  
PGNO PAGE 8 OF 8  
DN 4361165  
TI Data Transmission Network Cor - HISTORY & DEBT  
AU Financial Information Services  
CS Mergent FIS - HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH  
AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 14 Nov 2000  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 556  
SH Business Description

TEXT

vehicle values.

DTN Joint Venture Services

DTN joined forces with several companies to market their services using DTN technology. These services are DAT Transportation Terminal, TracElectric, DTN InfoLink and DTN Missing Children Information Center (MCIC).

DTN InfoLink

DTN InfoLink provides real-time news, weather, sports and market information to the grocery and transportation industries. With the addition of card reader terminals and printing technologies, unique promotions and product offerings can be delivered to public use kiosks. These kiosks allow coupon redemption, printing of recipes.

STN

DAT

The DAT (Dial-A-Truck) Transportation Terminal service, located in Beaverton, OR, is an information communication system for the trucking industry. The service provides load and truck matching performed on a database of 100,000 listings updated daily.

DAT allows subscribers to input their listings into the DTN receiver and send this information to a database using the internal modem.

The service also provides regional radar weather maps of major highways and interstate systems, transportation news, diesel fuel prices and other financial information related to the trucking industry.

DAT targets all freight brokers and carriers throughout the United States, Canada and Mexico.

TracElectric

TracElectric is an equipment locator service for the electrical equipment industry. This service provides over 100 pages of surplus and used electrical equipment listings. The service connects buyers and sellers throughout the United States and Canada.

#### **Missing Children Information Program**

DTN Missing Children Information Center (MCIC) provides instant transmission of data regarding children in danger to local, regional, national and Canadian outlets. In an effort to assist parents, police and the National Center for Missing and Exploited Children (NCMEC) in locating missing children and the criminals involved, photos and information regarding these children are posted as a public service on all DTN color systems.

SH Subsidiaries

TEXT

Subsidiaries  
Kavouras, Inc.  
National Datamax  
Weather Services Corporation  
DTN Market Communications Group, Inc.  
Paragon Software, Inc.  
Asset Growth Corporation  
Electronic Futures Trading Corporation

TT Property

TEXT

#### **PROPERTY:**

The Company leases its executive and administrative offices in Omaha, Nebraska. Approximately 108,000 square feet of office space is leased for these offices. The Company also occupies approximately 19,000 square feet of office space located in Urbandale, Iowa, through the Broadcast Partners acquisition. As part of the acquisition of Kavouras,

STN

Inc., the Company acquired a building in Burnsville, Minnesota with approximately 52,000 square feet which is Kavouras' headquarters. The Houston Company also leases office space in Lubbock, Texas; Memphis, Tennessee; San Diego, California; Milwaukee, Wisconsin; Red Bank, New Jersey; Houston, Texas; and Lexington, Massachusetts for business operations related to acquisitions.

In addition, the Company leases three distribution centers for the purpose of storing and distributing the electronic equipment needed by subscribers to receive the company's services. The main distribution center is located in Omaha, Nebraska and occupies approximately 28,000 square feet. The Company also serves its Canadian subscribers with a 2,500 square foot distribution center located in Winnipeg, Manitoba. Approximately 7,000 square feet, located in Urbandale, Iowa, was added to the Company's distribution center by way of the 1996 acquisition.

TT Qtly Financial Highlights, 12/31/99, 12/31/95 & 12/31/98

TEXT

Quarterly Financial Highlights (in thousands):

	12/31/99	12/31/95	Variance	12/31/99	12/31/98
Revenue	42,163	16,262	25,901	166,509	148,986
Op.					
Inco	-1,615	1,394	-3,009	4,157	4,163
Net					
Inc.	-2,542	-139	-2,402	-3,707	-3,743
EPS	.22		N.M.	.32	.33

Copyright 2000 Financial Information Services, Inc. FIS is a third party beneficiary to Investext. Under no circumstances shall FIS have any liability relating to the use of this report.

CO DATA TRANSMISSION NETWORK (Ticker Symbol: DTLN)

CA NEBRASKA (STATE OF)

COR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT COMPANY DESCRIPTION; CORPORATE STRUCTURE; PROPERTY, PLANT AND EQUIPMENT; QUARTERLY/INTERIM RESULTS; SALES/EARNINGS; EARNINGS PER SHARE

L11 ANSWER 3 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2001:555688 INVESTTEXT(tm) REPORT NUMBER:2289231

PGNO PAGE 23 OF 44

DN 2289231

TI TELE ATLAS BV

AU BAEUMER, M., ET AL

CS DEUTSCHE BANC ALEX. BROWN - EUROPE; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES

CSR WESTERN EUROPE REGION; EUROPE

CSTY Financial center investment bank-broker

PD 11 Sep 2000

DT COMPANY REPORT

FS Text Page; COMPANY REPORT

WC 408

SH Production Summary

TEXT

EKD 12/12/2003

STN

Some of the data are procured from business partners like Deutsche Post AG, which supplies Tele Atlas with information on house numbers relative to road junctions and changes in the road network. There are similar agreements with other **distributors** or official agencies.

(Graphical Material Omitted - Call Your Client Service Representative For Availability: Figure 23: Tele Atlas: Production Process)

The next step is **entry** of the data into the **database**, and special instruments have been developed for this purpose, including both software and combinations of hardware. This is a revolving process, which ensures that the data are always up to date.

A further task is the **definition** of data in the **database**. Data is either **entered** as an existing type, or a new type has to be created. In the first case, new types of information can be processed directly, while the data model has to be adapted to process the second type of data.

Data collection is decentral but data processing is effected at central points, namely in Gent and India.

The wholly-owned subsidiary in India is fully integrated in the production process, and Tele Atlas has total control of production operations. This means that the quality of the Indian product is comparable to that in western Europe, while the production costs are far lower.

Quality assurance is also part and parcel of the production process, and Tele Atlas has set up a separate quality and production control department. The company's quality management system is based on the guidelines of the European Foundation for Quality Management.

The REACT programme is a further integral part of the process. This programme is used to ensure systematic recording and processing of information from users on shortcomings or errors in the database.

#### Development Goals

Efforts are now focusing on two main objectives: the storage of geographic names as phonemes and the recording of signpost designations.

Advances in speech control now make it possible to store place names as phonemes. We believe that speech enabling will be the next step in the development of in-car computers and hence in navigation systems. The precondition is that the speech-enabled software can draw on suitable data in the database. To meet this condition, Tele Atlas has acquired a 50.4% interest in Phonetic Topographics N.V. This company specialises in technology development for the translation of geographic names into phonemes which are capable of being geo-coded in digital maps, enabling interactive voice commands for navigation systems.

#### Valuation

STN

CO TELE ATLAS BV (Ticker Symbol: TELEAT)  
CA BELGIUM  
COR WESTERN EUROPE REGION; EUROPE  
CT LINES OF BUSINESS/PRODUCTS  
DP NAVIGATION SYSTEMS  
SIC 3812  
CC AEROSP AEROSPACE; COMPUT COMPUTERS & OFFICE EQUIPMENT; ELECTS ELECTRICAL & ELECTRONICS

L11 ANSWER 4 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2001:297003 INVESTTEXT(tm) REPORT NUMBER:4327453  
PGNO PAGE 8 OF 8  
DN 4327453  
TI Data Transmission Network Cor - History & Debt  
AU Financial Information Services  
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Source of statistical-tabular-summary information  
PD 8 Aug 2000  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 556  
SH Business Description

TEXT

vehicle values.

#### DTN Joint Venture Services

DTN joined forces with several companies to market their services using DTN technology. These services are DAT Transportation Terminal, TracElectric, DTN InfoLink and DTN Missing Children Information Center (MCIC).

#### DTN InfoLink

DTN InfoLink provides real-time news, weather, sports and market information to the grocery and transportation industries. With the addition of card reader terminals and printing technologies, unique promotions and product offerings can be delivered to public use kiosks. These kiosks allow coupon redemption, printing of recipes.

#### DAT

The DAT (Dial-A-Truck) Transportation Terminal service, located in Beaverton, OR, is an information communication system for the trucking industry. The service provides load and truck matching performed on a database of 100,000 listings updated daily.

DAT allows subscribers to input their listings into the DTN receiver and send this information to a database using the internal modem.

The service also provides regional radar weather maps of major highways and interstate systems, transportation news, diesel fuel prices and other financial information related to the trucking industry.

DAT targets all freight brokers and carriers throughout the United

STN

States, Canada and Mexico.

TracElectric

TracElectric is an equipment locator service for the electrical equipment industry. This service provides over 100 pages of surplus and used electrical equipment listings. The service connects buyers and sellers throughout the United States and Canada.

**Missing Children Information Program**

DTN Missing Children Information Center (MCIC) provides instant transmission of data regarding children in danger to local, regional, national and Canadian outlets. In an effort to assist parents, police and the National Center for Missing and Exploited Children (NCMEC) in locating missing children and the criminals involved, photos and information regarding these children are posted as a public service on all DTN color systems.

SH Subsidiaries

TEXT

Subsidiaries  
Kavouras, Inc.  
National Datamax  
Weather Services Corporation  
DTN Market Communications Group, Inc.  
Paragon Software, Inc.  
Asset Growth Corporation  
Electronic Futures Trading Corporation

TT Property

TEXT

PROPERTY:

The Company leases its executive and administrative offices in Omaha, Nebraska. Approximately 108,000 square feet of office space is leased for these offices. The Company also occupies approximately 19,000 square feet of office space located in Urbandale, Iowa, through the Broadcast Partners acquisition. As part of the acquisition of Kavouras, Inc., the Company acquired a building in Burnsville, Minnesota with approximately 52,000 square feet which is Kavouras' headquarters. The Houston Company also leases office space in Lubbock, Texas; Memphis, Tennessee; San Diego, California; Milwaukee, Wisconsin; Red Bank, New Jersey; Houston, Texas; and Lexington, Massachusetts for business operations related to acquisitions.

In addition, the Company leases three distribution centers for the purpose of storing and distributing the electronic equipment needed by subscribers to receive the company's services. The main distribution center is located in Omaha, Nebraska and occupies approximately 28,000 square feet. The Company also serves its Canadian subscribers with a 2,500 square foot distribution center located in Winnipeg, Manitoba. Approximately 7,000 square feet, located in Urbandale, Iowa, was added to the Company's distribution center by way of the 1996 acquisition.

STN

TT Qtly Financial Highlights, 12/31/99, 12/31/95 & 12/31/98

TEXT

Quarterly Financial Highlights (in thousands):

	12/31/99	12/31/95	Variance	12/31/99	12/31/98
Revenue	42,163	16,262	25,901	166,509	148,986
Op.					
Inco	-1,615	1,394	-3,009	4,157	4,163
Net					
Inc.	-2,542	-139	-2,402	-3,707	-3,743
EPS	.22		N.M.	.32	.33

Copyright 2000 Financial Information Services, Inc. FIS is a third party beneficiary to Investext. Under no circumstances shall FIS have any liability relating to the use of this report.

CO DATA TRANSMISSION NETWORK (Ticker Symbol: DTLN; Other Codes: 1671700)

CA NEBRASKA (STATE OF)

COR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT COMPANY DESCRIPTION; CORPORATE STRUCTURE; PROPERTY, PLANT AND EQUIPMENT; QUARTERLY/INTERIM RESULTS; SALES/EARNINGS; EARNINGS PER SHARE

L11 ANSWER 5 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 2000:709064 INVESTTEXT(tm) REPORT NUMBER:2037661

PGNO PAGE 5 OF 42

DN 2037661

TI FRANCE ENTERPRISE APPLICATION CONSULTING UPDATE

AU KOSTER, J., ET AL

CS DRESDNER KLEINWORT BENSON SECURITIES LIMITED; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES

CSR WESTERN EUROPE REGION; EUROPE

CSTY Financial center investment bank-broker

PD 4 Jan 2000

DT INDUSTRY REPORT

FS Text Page; INDUSTRY REPORT

WC 486

SH ERP Market

TEXT

The French ERP market differentiates from other markets on two points: (1) the SAP dominance is much stronger in France than in the global market and (2) the penetration rate is far lower in France than in the US and in other continental European countries.

The macro trends at SAP are broadly representative of the core ERP market in France

SAP has 31% of the global ERP market and therefore the global ERP trends are broadly representative of the macro trends at SAP. SAP is even more successful in France where it commands a much higher market share (44.5% of licence revenue).

ERP vendors market share licence revenue, 1998

(Graphical Material Omitted: Worldwide-ERP Vendors Market

STN

Share Licence  
Revenue, 1998)

(Graphical Material Omitted: France-ERP Vendors Market  
Share Licence  
Revenue, 1998)

ERP penetration rate is far lower in France than in the US and in other continental European countries

ERP has achieved a much lower penetration rate in France than in the US and most other European countries, except for the UK. The charts below present the findings of a recent survey conducted by Cap Gemini. For the purpose of this survey, ERP was defined as a set of standard functional modules (finance, payroll, manufacturing resource planning, logistics, order entry, purchasing, etc.) sharing the same

\*\*\*database.\*\*\* A

company is considered to be an ERP user when at least two modules have been installed. The survey shows that the proportion of companies equipped with ERP is much lower in France (31%) than in the US (48%) and the rest of Europe (50%).

The number of modules installed by each user is also much lower in France (2.1 on average) than in the US (2.4) and the rest of Europe (2.8). Based on this study, it can be estimated that the France is the least mature ERP market in continental Europe, lagging the rest of Europe by around one year. This takes into account the fact that this survey was conducted during the summer of 1998 for France, and between March and May 1999 for the other European countries where one third of systems had been installed during the previous eighteen months. That is why we expect France (38.5% in 1998 and 26% in 1999-2000) to recorded stronger growth than the world market (24% in 1998, -10% in 1999 and 33% in 2000).

(Graphical Material Omitted: ERP Penetration By Country)

(Graphical Material Omitted: Average Number Of Modules Incorporated In Each ERP System By Country)

ERP market growth

Y2K has significantly influenced the shape of the ERP market over 1996-1999. Y2K rollover was the most frequently cited reason for adopting ERP by European companies in Cap Gemini's ERP 1999 survey. We believe that the ERP market will resume licence growth in 2000. In June, AMR Research estimated that the ERP licence market would advance at 34% pa over the period 2000-2003.

The slowdown in the ERP licence growth rate will reverse  
CT INDUSTRY OVERVIEW/OUTLOOK

L11 ANSWER 6 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:396122 INVESTTEXT(tm) REPORT NUMBER:2655756  
PGNO PAGE 5 OF 10  
DN 2655756  
TI BMC Software - Company Report  
AU Brosseau, A.C.  
CS COWEN & COMPANY; MASSACHUSETTS (COMMONWEALTH OF)

STN

CSR NEW ENGLAND/NORTHEAST REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 4 Feb 1998  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 511  
SH Market Background

TEXT

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada  
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and  
Availability: Systems Management Market Segments 1996-2001)

IDC sizes the performance management market, including database tools and utilities, at \$2.4B in 1996 and expects it to rise 12% annually to \$4.2B in 2001. The traditional performance management market includes performance monitoring, simulation and resource accounting tools and was about \$1.8B in 1996. While mainframe products from vendors like Computer Associates, Candle and Boole & Babbage still generate the most revenues, new Unix and Windows NT products like BMC's Patrol, Platinum Technology's Server Vision and Compuware's EcoSystems series are getting stronger and driving most of the growth in this segment. Database tools and utilities account for \$600MM in revenues. These products, which primarily address mainframe databases, help database administrators (DBAs) manage all aspects of database resources, including reorganizing tables, loading, unloading and moving data and optimizing database structure and performance. BMC is by far the leading vendor here, with nearly 70% market share, with Platinum Technology and a few smaller vendors following.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada  
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and  
Availability: Performance Management Market 1996-2001)

As in other parts of the enterprise software market, these overall growth rates are distorted by an underlying shift from older host-based platforms to distributed client/server systems. IDC has identified a subset of the overall systems management market called distributed operations management that is restricted to products designed to manage distributed systems and includes job scheduling, event automation, output management, performance management, storage management and problem management products running across multiple operating systems. IDC sizes the distributed operations management market at \$2.25B in 1996 and projects growth of 24% annually to \$6.65B in 2001. Subtracting these figures for IDC's estimates for the overall operations management market shows the non-distributed portion growing just 9% annually from \$3.34B in 1996 to \$5.08B in 2001.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada  
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and  
Availability: Distributed Vs. Non-Distributed Operations Management Markets 1996-2001)

\* Emergence Of Applications Management

Like other parts of the systems management business, the definition and dimensions of the performance management market have

STN

steadily changed over time. The market grew up around point tools aimed at tuning the performance of specific systems components, including the network, CPU and software. One of the most lucrative markets over the past few years has been for DBMS performance tuning tools, highlighted by products from BMC Software, CompuWare and Platinum Technology.

Increasingly, however, these vendors and others are expanding the definition of performance management in two directions. First, point solutions are expanding to include a more complete view of the entire computing environment, including the network, systems, infrastructure software and applications. Second, there is a growing tie between traditional event management and performance management as vendors look to offer real-time tuning capabilities. Dubbed "applications management", these new solutions provide a superior approach for monitoring and tuning the performance of applications.

CO BMC SOFTWARE INC. (Ticker Symbol: BMCS; Other Codes: 99400).

CA TEXAS (STATE OF)

COR SOUTHWEST/SOUTHWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT MARKET SHARE: COMPANY/BRAND; SALES/EARNINGS; PROJECTIONS; MARKET SIZE/DEMOGRAPHICS

DP SOFTWARE

SIC 7372

CC DATAPR DATA PROCESSING

L11 ANSWER 7 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:176099 INVESTEXT(tm) REPORT NUMBER:7023421

PGNO PAGE 5 OF 5

DN 7023421

TI Other Emerging Technologies/Multimedia Telecom #9701

AU Industry Insider

CS MULTIMEDIA TELECOMMUNICATIONS ASSOCIATION; DISTRICT OF COLUMBIA (USA)

CSR UNITED STATES OF AMERICA; NORTH AMERICA

CSTY Government or official agency

PD 8 Jul 1997

DT INDUSTRY REPORT

FS Text Page; INDUSTRY REPORT

WC 343

SH Advanced Intelligent Network

TEXT

#### Advanced Intelligent Network

In the early 1990s, the RBOCs developed Advanced Intelligent Network (AIN) through a research consortium headed by Bellcore. AIN combines centralized equipment and advanced signaling in telephone networks, enabling LECs to add new service features without changing generic switching. Prior to AIN, computerized switches were controlled by software. Thus, when new services were introduced, the software had to be altered. The expense and time required to upgrade software discouraged carriers from introducing or implementing new services.

With AIN, a carrier simply adds modular software elements to the switch-based telecommunications network. AIN centralizes the software that is used for call control in a common database named Service Control Point (SCP); supported by Switching System 7 (SS7) technology. AIN provides detailed information on each call while enabling calls to be routed more efficiently. The network also adds new components with external database and processor capabilities to increase the power of

STN

the network and provide additional services. Carriers can deliver advanced network-based services in less than six months, compared to the several years required by traditional networks. Moreover, since AIN can be easily modified on site, carriers can experiment with an installation and can design custom services for real business needs. Current AIN services include caller ID, area number calling, personal number services, and access restriction. These services help customers identify calling information and control incoming calls. Applications that will utilize AIN include wireless communication services, call management, messaging, transaction processing, and information services.

So far, however, AIN has not made much headway. Demand for AIN services by large companies has not materialized to any significant degree. Faced with a limited market, vendors have kept prices high, further compounding the problem. What is lacking so far is a compelling

application that will justify the expense of adopting a new platform. The developing CTI technology may provide many of the applications currently available on AIN, but at a lower cost. A robust CTI market could, however, whet the appetite for AIN. In the meantime, customers are holding back.

Copyright (c) by Multimedia Telecommunications Association  
CT MARKET SIZE/DEMOGRAPHICS  
DP RELAYS  
SIC 3643; 3644; 3679  
CC ELECTS ELECTRICAL & ELECTRONICS

L11 ANSWER 8 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:008879 INVESTEXT(tm) REPORT NUMBER:2596071  
PGNO PAGE 3 OF 7  
DN 2596071  
TI Sybase, Inc. - Company Report  
AU Pickrel, J.M.  
CS HAMBRECHT & QUIST INCORPORATED; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Financial center investment bank-broker  
PD 13 Oct 1997  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 447  
SH New Technology Features: Real Improvements -- But Still

TEXT

New Technology Features: Real Improvements -- But Still Playing Catch-Up.

The newly launched Adaptive Server 11.5 adds some important new features to the core Sybase database product, and extends some other differentiated features, such as the logical memory manager facility. In addition, the company has improved areas which had been major bottlenecks, such as the database consistency checker. However, we still view this release as a catch-up release, coming two years after the initial release of SQL Server 11. This is evidenced by the fact that the company has relinquished its lead in the TPC-C benchmark

STN

battles just weeks after publishing new results on 11.5. Parallel query, the key new database feature touted by the company and designed to exploit multi-processor hardware, has been available from Informix since 1994 and from Oracle since 1995. Both **vendors** also now support parallelization of data updates, a feature still lacking from Sybase.

A

major area of concentration for Oracle, Informix and IBM over the last several years has been support for data warehouses and very large databases, with features such as star schema optimization and cluster hardware support. Such facilities are lacking in Sybase, and as a result the company does not show up in industry surveys of very large production databases. Many of the innovative features advertised for the Adaptive Server architecture -- a common language processor, component integration layer, and native support for components in the database -- won't be delivered until late next year, according to current schedules. Specialty datatype support through external, optimized data stores -- the company's answer to the "universal database" positioning of Oracle, Informix and IBM -- is being handled through a long-standing innovation of Sybase, the Open Server interface. In fact, support for such datatypes as geo-spatial data has been available through Sybase partners since the SQL Server 10 release; however, the market impact has been negligible.

Although Sybase continues to produce credible improvements in its other product areas, we don't see any major new technology breakthroughs in these areas. In middleware, the market categories now generating high interest are object request brokers, message-oriented middleware and TP monitors, none of which are offered by Sybase. In tools, an overall industry slump prevails as buyers sort out an avalanche of choices, rich Java functionality is available for free, and new entrants (such as numerous ex-Powersoft executives now at start-up Silverstream) crowd the market. PowerBuilder 5.0 turned out to be a weak release in the market, and overall, Sybase tools revenue was down 23% in the June quarter. The new suites and Web products from Sybase look interesting and may reverse revenue declines, but don't look like the advances needed to drive new growth.

CO SYBASE, INC. (Ticker Symbol: SYBS)

CA CALIFORNIA (STATE OF)

COR PACIFIC STATES REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT SALES/EARNINGS; BUSINESS SEGMENT REPORTING; LINES OF BUSINESS/PRODUCTS

DP SOFTWARE DEVELOPMENT TOOL

SIC 7372

CC DATAPR DATA PROCESSING

DP SOFTWARE

SIC 7372

CC DATAPR DATA PROCESSING

L11 ANSWER 9 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 97:187353 INVESTTEXT(tm) REPORT NUMBER:1845782

PGNO PAGE 19 OF 41

DN 1845782

TI Data Networking Industry - Industry Report

AU Bellace, J.J., et al

CS MERRILL LYNCH CAPITAL MARKETS; NEW YORK (STATE OF)

CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CSTY Financial center investment bank-broker

PD 13 Jan 1997

STN

DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 413  
SH Remote Access

TEXT

The chassis-based high-end concentrator usually comes with an Ethernet LAN connection, remote access server hardware, a PRIT/T1 dual-port card or cards, and integrated channel service units (CSUs). Support for additional capabilities may include: digital modems, ISDN or frame relay communications software, security and authentication programs, and network management support..

RAS Concentrator Market

According to IDC, almost 1.1 million ports (b-channels plus async ports) were shipped during the first half of 1996, with end-user revenue of \$652 million. With about 21,500 RAS concentrators shipped, this translates to \$30,400 per concentrator each equipped with 50 ports on average.

Merrill Lynch/IDC Remote Access Survey

Merrill Lynch in conjunction with IDC conducted a telephone survey of 100 U.S.-based LAN managers and MIS directors during March 1996. The following are the highlights of the remote access survey:

- \* The principal reason for deploying remote access at sites across all levels of implementation was for email usage. Database access ranked second and is expected to experience the greatest percentage increase in usage over the next year.
- \* The key factors behind the selection process for a remote access vendor included reliability and performance. Price actually ranked fairly low as a factor in the selection process.
- \* The leading remote access server vendors mentioned in this survey were Shiva and Cisco. We believe that Ascend, which is a significant vendor in remote access, was totally absent from the survey because the company's target accounts are ISPs and carriers and as such, did not show up on a survey of corporate sites.
- \* In terms of spending expectations, 18% of the respondents plan to increase spending for remote access equipment in 1996 by over 50%. Another 24% anticipate increases in the 15-29% range.

Market Participants

Traditional data networking vendors have \*\*\*entered\*\*\* the remote access market largely through acquisitions (Cisco/Combinet; Bay Networks/Xylogics; and 3Com/Primary Access). But Ascend and Shiva (primarily remote access companies) and U.S. Robotics (a traditional modem vendor) remain the market leaders. See Figure 5 for fixed-port remote access server and RAS concentrators vendor market shares and Table 6 for the combined market share positions. Table 7 compares leading product offerings.

STN

Figure 5  
Worldwide Remote Access Servers  
1996 First Half

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.  
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651  
For Price And Availability: Fixed-Port Remote Access Servers)

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.  
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651  
For Price And Availability: RAS Concentrators)  
CT COMPANY ANALYSES; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; INDUSTRY  
OVERVIEW/OUTLOOK  
DP NETWORK MANAGERS  
SIC 7373  
CC COMPUT COMPUTERS & OFFICE EQUIPMENT; DATAPR DATA PROCESSING; TELECM  
TELECOMMUNICATIONS

L11 ANSWER 10 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 95:924114 INVESTTEXT(tm) REPORT NUMBER:1646814  
PGNO PAGE 27 OF 115  
DN 1646814  
TI Electronics: Japan - Industry Report  
AU Yamamoto, T., et al  
CS MORGAN STANLEY & CO. INC.; NEW YORK (STATE OF)  
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH  
AMERICA  
CSTY Financial center investment bank-broker  
PD 9 Oct 1995  
DT INDUSTRY REPORT  
FS Text Page; INDUSTRY REPORT  
WC 444  
SH Electronics Sector Model Portfolio - Consumer Electronics

TEXT

Yen Depreciation Widens Performance Gap

In the early 1990s the Japanese electronics industry invested heavily in Hollywood, promoted various multimedia strategies, and began large-scale offshore transfers of production to combat the strong yen. With the experience gained from the Hollywood investment, and the sudden downturn of the yen, companies must now rethink their approach to multimedia, restructure core operations, and effectively focus management resources on businesses with medium-term growth potential. Key strategies are likely to include: (1) groupwide downsizing; (2) further expansion of offshore production and use of imported inputs; and (3) stronger focus on key devices such as semiconductors, LCDs, small high-function batteries, and other core components. The rapid fall of the yen should put a brake on profit deterioration, allowing for a breathing space. But we think that by the later 1990s the weak yen will widen the performance gap among companies.

The Bet on DVD and Wall TV

Firms have begun to take concrete action on DVD and wall TVs, the expected growth products of the latter 1990s. On September 15, two

STN

groups offering different DVD standards agreed on a compromise. If details can be worked out this October, DVD could be on the market next fall. For wall TV, Fujitsu, NEC, and MEI are using color plasma panels (PDP). Sony is using Plasmatron, plasma-address liquid crystal. Both groups aim to launch products next autumn. Success could depend on low costs and skillful marketing.

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 7 - Consumer Electronics: Production And Exports 1990-95)

Domestic production has declined since 1992. Exports have slipped due to rising offshore production and the strong yen. Domestic demand has been slack. Firms have boosted capacity for TVs, VCRs, mini-components, cassette tape recorders, etc.. Imports from Southeast Asia are rising. In June, imported TVs exceeded domestic shipments in unit terms for the first time ever. The export decline is gradually slowing in yen terms thanks to the yen depreciation.

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 8 - Domestic Color TV, VCR, And Camcorder Sales 1990-95)

Domestic TV and VCR shipments have been strong since fall 1994. Replacement demand from the previous peak has emerged and the market is stimulated by low-cost imports from Southeast Asia. Price competition remains intense. Since January 1995, VCR shipments have been up sharply, but mainly because bargain supplier Funai (unlisted) has been

added to the data base. Total domestic shipments of VCRs look set to surpass the 1988 historical peak of 7.16 million.

CT INDUSTRY OVERVIEW/OUTLOOK; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; PROJECTIONS

DP SEMICONDUCTORS

SIC 3674

CC SEMICO SEMICONDUCTORS

DP ELECTRONIC COMPONENTS

SIC 3670

CC ELECTS ELECTRICAL & ELECTRONICS

DP VIDEO DISCS

SIC 7812

CC ELECTS ELECTRICAL & ELECTRONICS; LSRREC LEISURE & RECREATION

DP TELEVISION SETS

SIC 3651

CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES

DP DISPLAY COMPONENTS

SIC 3577

CC COMPUT COMPUTERS & OFFICE EQUIPMENT

DP VIDEO CASSETTE RECORDERS

SIC 3651

CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES; LSRREC LEISURE & RECREATION

L11 ANSWER 11 OF 12 INVESTTEXT COPYRIGHT 2003 TFS on STN

AN 86:045100 INVESTTEXT(tm) REPORT NUMBER: 608111

EKD 12/12/2003

STN

PGNO PAGE 3 OF 11  
DN 608111  
TI Microsoft Corporation - Company Report  
AU Rozner, E.  
CS RAGEN & MCKENZIE; WASHINGTON  
CSR PACIFIC NORTHWEST STATES; UNITED STATES OF AMERICA; NORTH AMERICA  
CSTY Regional investment bank-broker  
PD 30 Jun 1986  
DT COMPANY REPORT  
FS Text Page; COMPANY REPORT  
WC 717  
SH The Company

TEXT

The Company distributes its products worldwide, with approximately one-third of revenues generated offshore. International business has grown more rapidly than domestic business over the last several years. We attribute this to higher rates of PC shipments, successful infrastructure building and, most recently, a cheaper dollar. All OEM's are billed in U.S. dollars, which buffers the Company from some currency exchange fluctuations. Microsoft now has marketing, distribution and support subsidiaries in Canada, the United Kingdom, West Germany, France and Australia and lesser organizations in Sweden and Italy. A manufacturing facility in Ireland supplies product for the Company's European operations. MSFT recently began European marketing of Microrim's R:Base 5000, a competitive product to Aston Tate's dBASE III.

The balance of offshore revenues come from OEM relationships. Microsoft's recent decision to terminate ASCII Corporation, its Japanese marketing agent, will most likely increase the contribution from international sources. ASCII contributed 12% or \$16.8 million in revenues in 1985 after clearing a 30% commission. Bringing distribution inhouse should also allow the Company to aggressively pursue retail opportunities in Japan for the first time.

A seasoned, solid management team directs the Company's operations. During his 3-year tenure, President Jon Shirley, a 25-year Tandy veteran, has guided the Company through its transition from the entrepreneurial to the professional manager stage. Appropriate financial controls and information systems have been implemented to manage a large and growing business. The Company is now further focusing its efforts on software and remains a magnet for talented developers. Growth historically has been internally generated and while we do not rule out modest acquisitions, particularly where they add to the Company's technical expertise, we expect internally generated growth to remain the rule.

(Graphical Material Omitted: Exhibit III - Organizational Chart)

SH The Market

TEXT

Microsoft sells its products into a market considerably more mature than that of just a few years ago. Growth is slower, barriers to success are higher and ongoing consolidation has left only a few viable vendors who are hungrily eyeing each other's markets. On the other

STN

hand, the growth is being achieved from a higher base and has good long-term characteristics. Sales at street value are approaching \$2 billion and desktop computing is showing itself to have long-term appeal as an alternative to less distributed, more cumbersome technologies.

In a very real sense, the market for IBM and compatible PCs and productivity software has grown up and **gone corporate**. Corporate buyers

are prone to require **vendor** stability, special support programs, cost effective purchasing, possibly alternative distribution and, most importantly, a workable upgrade strategy. All of these requirements benefit the entrenched products of established vendors. For Microsoft, this is a twin-edged sword. The requirement for evolutionary hardware mandates MS-DOS as the standard operating system for many years to come. We believe this binds IBM to Microsoft, leaving only the tightness of the bond and the economic consequences open to question. Conversely, corporate inertia regarding application programs makes it difficult for the Company to successfully penetrate the corporate market with its solid, but nonstandard, offerings.

The proposed performance of Intel's new 80386 chip and the multitasking and greater memory offered by MS-DOS Version 5.0 on the 80286 chip (AT-class hardware) are generally expected to alter the relative market shares of the application vendors in the 1987 timeframe. While we believe technology change does provide a window of opportunity (witness 1-2-3 from LOTS eclipsing Visicorp's Visicalc in the 16-bit transition), we think several factors differentiate 1983 and 1987. Most of these point to less dislocation in application markets, such as spreadsheets, that are already well penetrated. First, vendors are forewarned. Current share leaders have ample resources and can be expected to vigorously defend their turf through upgrades, extensions and newly developed products. Secondly, corporations had not yet adopted PC's in 1983. Now their inertia is working in favor of industry standards. Lastly, dramatic share shifts are easier when hardware sales are rapid and the installed base is small.

What we do expect is the market as a whole to expand if the new technology yields more benefit to users. Notwithstanding this, we expect bruising, worldwide competition among the major vendors. In particular, we expect Microsoft to take on LOTS with Excel for the IBM and compatible market, LOTS to take on TATE with a **database** \*\*\*entry\*\*\* and a free-for-all in the wordprocessing segment.

CO MICROSOFT CORPORATION (Ticker Symbol: MSFT; Other Codes: 527700)  
CA WASHINGTON  
COR PACIFIC NORTHWEST STATES; UNITED STATES OF AMERICA; NORTH AMERICA  
CT INTERNATIONAL SALES/MARKETING; MANAGEMENT; MARKETING; COMPETITION  
DP COMPUTER OPERATING SYSTEMS  
SIC 7372  
CC DATAPR DATA PROCESSING  
DP DATABASE MANAGEMENT SYSTEMS  
SIC 7372  
CC DATAPR DATA PROCESSING  
DP TEXT PROCESSING SYSTEMS  
SIC 3579  
CC COMPUT COMPUTERS & OFFICE EQUIPMENT; DATAPR DATA PROCESSING  
DP SOFTWARE  
SIC 7372

STN

CC DATAPR DATA PROCESSING

L11 ANSWER 12 OF 12 INFODATA COPYRIGHT 2003 FHS Potsdam on STN  
AN 1985(4):813 INFODATA ON: 85-00813 (GMD-IZ)

Call No.: UC1 84-0711

TI Serials handling in Essen University Library.

AU Helal, A. H. (Univ. Gesamthochschule Essen, Bibliothek, Essen, DE)

SO The future of serials: Publication, automation and management. Proceedings  
of the tenth meeting of IATUL, Essen, Federal Republic of Germany, June  
6-10, 1983.

Editor(s): Fjaellbrant, N.

International Association of Technological Univ. Libraries (IATUL)

Goeteborg (SE), Association Internationale des Bibliotheques d'Univ.

Polytechniques/ Internationale Vereinigung der Bibliotheken technischer  
Univ.; Chalmers Univ. of Technology, Library Goeteborg (SE)

Goeteborg, SE: 1984, p. 139-153 of 259 p., 14 figs.

Conference: Meeting 10: The future of serials: Publication, automation and  
management, Essen, DE, 1983.06.06-1983.06.10

Organizer(s): International Association of Technological Univ. Libraries  
(IATUL) Goeteborg (SE), Association Internationale des Bibliotheques  
d'Univ. Polytechniques/ Internationale Vereinigung der Bibliotheken  
technischer Univ.

ISBN: 91-7032-144-2

CY Sweden

DT Conference

TC (Product description)

LA English

AB Record management problems related to serial procedure starting by  
ordering, accounting, cataloguing, receiving, claiming, and binding can be  
handled in an integrated system on a local level. Such a system run by a  
microcomputer is presented with the Essen Automated System EASY. It  
follows the ISDS, so the serials database can be accepted  
nationwide. The forms of entry, bibliographic description, and  
holding statement are compatible with international standards. In  
addition, the records include title, beginning and ending of the  
publication date, source, subscription, cost, vendor, origin,  
subject, branch library, holdings, missing volumes, and binding  
procedures. Automation also serves statistical purposes.

CC IIC Cataloging and library catalogs

L10; L20

CT Automatic cataloging; Journal; Control (Check); Software; University  
library

ST EASY